

Job Title	Head of Partnership Development (50% FTE)
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Work Location	Remote but with ability to travel regularly to Washington, DC; New York, NY
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### Organization and overall purpose:

ATNI (Access to Nutrition Initiative) is a global nonprofit actively challenging the food industry, investors and policymakers to shape healthier food systems. We analyse and translate data into actionable insights, driving partnerships and innovations for **market transformation so that all people have access to nutritious and sustainable food**. ATNI is registered in the Netherlands with approximately 35 staff and consultants around the world. The majority of staff work from the Netherlands. For more information on ATNI, please visit our website [www.accesstonutrition.org](http://www.accesstonutrition.org).

### The role:

ATNI has been undergoing steady growth since 2021. Raising additional resources is required to deliver our [2023-2027 Strategy](#) and our 2030 strategic goal to ensure at least 50% of global food sales are based on healthier and affordable options. We aim to raise resources equivalent to approximately 3.8-4M USD a year until 2029 (our current annual revenue is about 3.5M USD). In total, our objective is to raise approximately 18M USD total between mid-2025 and end 2029. Establishing new donor relationships in the USA is essential to reach these financial and strategic goals.

Reporting to the Executive Director and working closely with ATNI's management team and senior partnership managers, the Head of Partnership Development will bring significant and successful resource mobilisation experience working with US government institutions and philanthropies. S/he will also interact as needed with ATNI's US-based Board members. S/he will have strong partnership development and writing skills, familiarity with international programs and projects, and technical/programmatic understanding of nutrition, food systems transformation and global public health. S/he will have extensive experience successfully positioning for and responding to donor-funding (solicited and unsolicited).

This role offers a unique opportunity to have a substantial positive impact on a small but growing and influential global nonprofit.

### Duties & responsibilities include (but are not limited to):

#### Resource development leadership

- Serve as a senior ATNI representative in the US.
- Design and deliver a US fundraising outreach strategy and plan with identified targets for relevant US Bilaterals (e.g. USDA, USAID) and philanthropies who fund international work including in low- and middle-income countries. This should also include: establish and maintain an active US-based donor mapping database for ATNI; a targeted plan of outreach to potential partners who are already grantees/subcontractors in the US of relevant funders.
- Key performance metrics to inform donor revenue forecasting and improve win/loss performance.

- Build ATNI's network by leveraging ATNI's new fiscal sponsorship arrangement with the [Myriad USA](#) and our membership in [Connective Impact](#).
- Network strategically and widely seeking out partnerships with organisations active in the food, nutrition, health and development finance space to broaden fundraising reach.
- Mentor ATNI's fundraising team on proposal development processes and good practices, updating internal systems and tools as needed.
- Inform ATNI's strategic direction based on evolving US funding priorities, identifying key areas for organisational growth and diversification of funding streams while ensuring alignment with ATNI's mission and long-term goals.

#### Proposal and capture processes

- Develop, update and maintain compelling 'pitch decks' to approach various potential donors and partners.
- Monitor and analyse trends in donor landscape, with a particular focus on USAID and other public donors, to inform short- and long-term strategic planning and positioning.
- Pro-actively apply or respond to funding opportunities (i.e., calls for proposals, spontaneous proposals, etc.).
- Lead the coordination of or support the submission of new concepts and proposals for US based donors. Support other concepts and proposal as needed (e.g. for the EU).
- As needed, coordinate proposal development to ensure timely decision making with inputs from relevant technical experts.

#### **Qualifications**

- Minimum 8 years' experience supporting business development with USG solicitation systems, or program design for a global nonprofit, with a minimum of 3-5 years USG business development.
- Master's degree, or equivalent combination of education and experience.
- Experience in public health, food systems, nutrition, health economics, health promotion or relevant field would be beneficial.
- Exceptional English writer/editor with a solid understanding of nutrition and public health and experience mobilising resources for non-profit organisations.
- In-depth knowledge and existing network of institutions, partners and leaders working in global public health and nutrition, food systems, agriculture, water, health economics.
- Hands-on experience working with key US government and private funders and knowledge of different funding mechanisms (e.g., grants, contracts) of each.
- Proven track record coordinating and contributing to successful business development and proposal efforts that have secured substantial funding from US government, multilateral and/or private funders
- Ability to prioritise, assume responsibility for work, and follow through to completion.
- Flexible, self-starter and innovator, with ability to develop and implement new ideas independently and as a member of a team.
- Excellent interpersonal skills and ability to exercise diplomacy and tact as demonstrated in previous roles that required communication with a broad and diverse set of partners.
- Ability to work independently but with strong accountability, driving projects effectively from conceptual stages to launch, and handling multiple and often competing deadlines.
- Ability and willingness to work under pressure with a positive attitude, as a part of a team.
- Demonstrable respect for all persons regardless of religion, ethnicity, class or gender, with a high comfort level working in a diverse environment with a demonstrated commitment to high professional ethical standards.

- Personal commitment to ATNI's organisation's mission and goals and our values.

***Candidate must be eligible to work in the USA.***

<b>Application process</b>	<b>How to apply:</b> If you are interested in this position, please submit your motivation letter and resume on <a href="#">Homerun</a> . For any specific questions related to the job listing, please reach out to Sameea Sheikh at <a href="mailto:sameea.sheikh@atni.org">sameea.sheikh@atni.org</a> . Applications will be reviewed on an ongoing basis.
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